

Reference-based Pricing: Implications for Health Plans, Employers and Providers

WEDNESDAY, FEB 21 – THURSDAY, FEB 22, 2018

Schedule starts at 6:00 pm on 2/21 and ends at 3:00 pm on 2/22

Health Plan Alliance Offices | 290 E John Carpenter Fwy | Irving, TX 75062

EVENT OVERVIEW

Reference Based Pricing has drawn a lot of attention among health plans, providers and employers as a cost containment strategy. But implications of pursuing a RBP strategy depends on where you sit. This fly-in will provide in-depth “roll up our sleeves” presentations from experts with experience in the field and discussions among Alliance members who are pursuing strategies at various stages of design and implementation.

RBP uses a fixed fee schedule to pay claims using a methodology grounded in analysis of an objective value and paying some multiple of that value instead of traditional cost containment methods, such as negotiations, usual and customary, and various percentage schemes or discounts. But implementation in each market is unique taking into account what the various stakeholders are prepared to adopt.

Impact on provider systems and payors can be significant. Stakeholders invited to attend include:

- Health Plans: providers contracting and management, finance, operations, marketing and sales
- Health Systems: contracting, finance, provider relations
- Physician groups: contracting strategy

AGENDA | Wednesday, February 21, 2018

6:00 – 9:00pm

Happy Hour and Dinner

Via Real Restaurant, 4020 N. MacArthur Blvd, #100, Irving, TX
Round trip shuttle service is available to Via Real Restaurant from the Aloft and Omni Hotels. Check with the hotel front desk for shuttle service information.

Introductory Session: RBP Fundamentals

A review of the basic definitions, concepts and elements embedded within reference-based pricing

Rick Koven

Koven Consulting and Coaching

AGENDA | Thursday, February 22, 2018

7:15am	Transportation instructions Round trip shuttle service is available to Alliance offices from the Aloft and Omni Hotels. The shuttle runs every 30 minutes on the hour. Check with the hotel front desk for schedule.	
7:30 – 8:00am	Breakfast – Alliance Offices	
8:00 – 8:30am	Welcome and Kick Off <ul style="list-style-type: none">• Where is your organization on a continuum?• What do you want to learn or discuss?	Dennis Bolin Health Plan Alliance
8:30 – 10:00am	Reference-based Pricing in a Provider-mindful Market Much of the recent growth in use of reference based pricing has been with self-insured plans, typically serving smaller groups focused on using aggressive strategies to reduce medical cost that can disenfranchise the provider. For regional, often provider-owned health plans, it's not that simple. MultiPlan brings its 37 years of provider network experience to bear in offering a more effective reference-based pricing program. Developed with input from providers, MultiPlans Data iSight delivers non-contracted reimbursement that is fair and transparent not just for the plan, but also for the provider and the patient.	Gregory Tackett Lisa Miller MultiPlan
10:00 – 10:15am	BREAK	
10:15 – 11:45am	New Kid on the Block: A Primer on Full PPO Replacement RBP Plans The use of fee schedules based on objective pricing parameters set by the payer (with little to no attention paid to the actual billed charges), instead of traditional discount-based cost-containment methods that rely upon the billed charges (like PPO networks) is one of the most hotly debated and misunderstood topics in our industry. To add fuel to the fire, some payers are not limiting this reference based pricing to out of network providers, but are choosing to use this method for all claims as a replacement of PPOs. Why are payers doing this? What are the pros and cons? What about the balance billing of the member? How does the affect dealings with healthcare providers and how have the regulatory agencies responded? This session will explore the controversial and emerging world of RBP as a PPO replacement strategy and delve deeply into the risks and benefits of the emerging trend.	Ron Peck, Esq. The Phia Group Greg Everett Payor Compass

11:45 – 12:30pm	LUNCH	
12:30 – 1:30pm	<p>The Good, The Bad, and The Ugly of RBP</p> <p>Gone are the days of contracting at a percentage off of an unknown number and expecting and accepting an inflated medical cost trend year after year. Like it or not, for those facilities and providers unwilling to come to the table and partner with employers on cost containment strategies, Reference Based Pricing (by whatever name) is the replacement strategy in the self-funded marketplace. This session will address the good, the bad, and the ugly of RBP from a plan administration and legal perspective.</p>	<p>Cori Cook CMC Consulting</p>
1:30 – 2:30pm	<p>A Provider’s Perspective on Reference-based Pricing</p> <p>A provider system CEO facilitates a discussion on the implications for providers, the health care delivery economy, and delivery of care that may result from the broader acceptance of RBP as a strategy.</p>	<p>TBD</p>
2:30 – 3:00pm	<p>General Discussion and Wrap-up</p> <p>Adjourn</p> <p>Arrange Ride-share to Airport</p>	<p>Rick Koven Koven Consulting and Coaching</p>